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To: Hanchett, James (DPH)
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SMART NEWS

November 2012

A Bi-monthly eBulletin of the Massachusetts Deferred Compensation SMART Plan

Highlights of this issue include:

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Message from the Executive Director, Deferred Compensation

What is Your Projected Retirement Income?

Forty percent of your colleagues recognized the true benefits of joining the SMART Plan to complement their defined benefit pension. By starting early, increasing your savings deferrals over time and ensuring your portfolio is constructed with a customized asset allocation strategy that is best suited to your individual savings goals, you will give yourself the best chance at success.

We are pleased to provide you with the tools you need to reach your goals. From our low cost, customized target date funds, a suite of diversified investment options, our managed account advice services, our auto deferral increase tool, as well as our updated website, we continue to work hard to bring the best the industry has to offer to your Plan. I am also pleased to announce that in the coming months the Plan will provide a "Projected Retirement Income" feature to all participant statements.

Your projected retirement income is a hypothetical illustration that is designed to help you evaluate your retirement readiness. This feature will provide participants with an estimated projection of monthly retirement income based on certain assumptions. Projected retirement income is calculated based on the current balance of your account using limited factors and assumptions such as retirement age, pre-retirement average rate of return, post-retirement average rate of return, post-retirement monthly distributions and taxes. This tool will also be available post-login through your SMART Plan on-line account and will allow you to make changes to your portfolio based on recommendations, such as deferral increases and adjusted asset allocations, to help you stay on track to meet your goals.

David Lynch, Executive Director

Upcoming SMART Retirement & Beyond Seminars

Join us for an upcoming 'SMART Retirement & Beyond', a retirement planning education seminar series for Massachusetts state employees, sponsored by State Treasurer Steven Grossman, the State Board of Retirement and the SMART Plan.

The seminars series is designed to provide you with the information and tools needed to help you achieve a financially secure retirement. Representatives from the Group Insurance Commission, SMART Plan, and the State Board of retirement will be on hand to answer questions. To register for any of the seminars listed, visit www.mass.gov/retirement.

Seminars are all from 6:00pm – 8:00 pm

Nov. 8	Springfield Technical Community College, Scibelli Hall
Nov. 15	Greenfield Community College, President's Room
Nov. 15	Worcester State University, LRC Building, Room L121
Nov. 29	Cape Cod Community College, Upper Louncco Auditorium
Dec. 6	Bunker Hill Community College, Room E157
Dec. 13	Middlesex Community College

Winter Clean Up: Tips & Approaches – Part Two

Where does retirement fit in your desire pattern?

What does your current financial picture look like? Have you used statement like these when thinking about your retirement savings?: "I don't make enough money", "I can't afford to contribute at this time", I want to but I just can't decide if it makes sense" or "I'm not familiar with the Plan." By delaying your decision to participate in the SMART Plan you are taking away one of your most precious assets - time. Starting today, we challenge you to become financially fit!

We encourage you to take an honest and direct inventory of your financial situation and future. If you have not given your future and retirement serious thought, we encourage you to take the opportunity to re-asses your retirement savings strategy now to be sure you are on track for the secure retirement your desire.

If you are suffering from this type of procrastination don't fear, choosing to either re-activate your SMART plan account, or to establish one may be a solution for you! Below are some Winter Clean-up Tips but if you need help getting started, call our Customer Service Center at (877) 457-1900, or your local Plan Representative, or visit our website at www.mass-smart.com.

1. **Visualize Your Retirement:** Close your eyes and imagine what your future and retirement will look like. Is it the picture you were expecting? What will you need to do more of or what adjustments may be necessary to complete the picture?
2. **Make a Fall Clean-up List:** Get a running start on your end-of-year tasks and start planning ahead for the deadline date. Remember, the end of year will be here faster than you know...
3. **Pay It Forward:** Figure out what amount it will take to reach and satisfy your visualized retirement picture. Either login to your online account or make the call to a plan representative to [auto increase or] update your deferral amount as needed.
4. **Become an Informed Investor:** Utilize and familiarize yourself with the many available online tools and resources on our website, including a retirement calculator, and a fundamentals of investing tutorial, to show how your [deferral] retirement contributions affect your paycheck as well as where you are on the road to retirement.
5. **Commit to Achieving Your Goal:** The good news is that by making these simple yet effective steps, you will be well on the way to achieving and attaining your retirement savings goals and assuring a comfortable retirement.

SMART Plan Facts

top 10		SMART Plan Participation Rate by Agency
100 + Employees		Fewer Than 100 Employees
1 Department of State Police	1 Board of Library Commissioners	
2 Department of Environmental Protection	2 Office of Consumer Affairs and Business Regulation	
3 Hampshire Sheriff's Department	3 Appellate Tax Board	
4 Department of Correction	4 Berkshire District Attorney	
5 Worcester Sheriff's Department	5 Division of Standards	
6 Essex Sheriff's Department	6 Mass. Cultural Council	
7 Massachusetts Rehabilitation Commission	7 Commission for the Deaf and Hard of Hearing	
8 Military Division	8 Campaign and Political Finance	
9 Hampden Sheriff's Department	9 Department of Agriculture Resources	
10 Parole Board	10 Public Employee Retirement Administration	

Plan Participant Testimonial

Plan Participant Testimonial

"It's important to start saving early for retirement. Through the SMART Plan, I enjoy flexible monthly contributions that can be increased or decreased. At retirement, the SMART Plan will be an additional source of income replacing my pre-retirement paycheck while I enjoy a pretax benefit now."

Jadene Y.

Join the Massachusetts Deferred Compensation SMART Plan today!

Whether you've been employed for years or are a new state or municipal employee, put the SMART Plan to work for you. Enroll online at www.mass-smart.com or call (877) 457-1900, option 2, to speak with a Plan representative.

Make a SMART Choice for Your Retirement Planning (Another Benefit of Your Award Winning SMART Plan)

Don't leave your retirement to chance! Experts agree! Learn how the award winning SMART Plan can help you plan and reach your retirement goals and dreams. Our knowledgeable and qualified Retirement Counselors and Customer Service Representatives are ready to assist you by answering your questions and getting you started on your retirement path.

SMART plan is moving to a new Downtown Boston location Our Boston office location is moving to One Winter Street

Effective mid-November, the SMART Plan Boston office will be located at One Winter Street, 8th Fl. While our physical location will change, we will still continue to provide a high level of customer service and assistance to all plan participants by offering the same regular office hours and services. We apologize for any inconvenience and encourage our members to contact us at smartplan@tre.state.ma.us or contact your local SMART Plan Representative at 1 (877) 457-1900, option 2.

SMART Plan Word Search

Below is a fun addition to our SMART NEWS eBulletin. See if you can find all the words below!!

D D D K E W I K I T Q C D D R
C E S R E T V I L E U O L S O
Z I C A A F A A C S R L E D T
R U L I L W I L T T V X I V A
Q T N K S C E O U I Z J Y A L
H E I X N I M R W M A S Y L U
N G C A A I O T H O U U W L C
T X N H Z M V N F N D C V O L
J I Z E W U D D M I K I C C A
F J D U R E B A L A N C E A C
I B U C Z T E T C L K N P T K
S E I T I R U C E S L I W E Y
R A D Y T I U Q E J C B N H G
N X W K O I C K Q A L G W G L
G E M Q R X J U Z A Z K Z O G

ACCUMULATE	ALLOCATE	CALCULATOR
CUSTOMIZED	DECISIONMAKING	EQUITY
FINANCIAL	REBALANCE	RWARD
RISK	SECURITIES	TESTIMONIAL
WEALTH	YIELD	

We want to hear from you!

Have a Testimonial you would like to share and have featured?

Got questions or feedback?

Please email us at smartplan@tre.state.ma.us. Thank you!

Please forward this Bulletin.